



Revision number: 5

Purchasing Agent: FRANK VOLK

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Email: [fvolk@utah.gov](mailto:fvolk@utah.gov)**Item: VEHICLES, 2007 CHRYSLER**

Vendor: 92293A D KEN GARFF WEST VALLEY CHRYSLER  
4175 WEST 3500 SOUTH  
WEST VALLEY CITY UT 84120-3203

Internet Homepage: [www.kengarff.com](http://www.kengarff.com)

Contact: KEN STRONG  
Telephone: 801-955-7448  
Fax number: 801-955-7645  
Email address: [kstrong@kengarff.com](mailto:kstrong@kengarff.com)

Brand/trade name: CHRYSLER

Price: SEE ATTACHED  
Terms: 10% APR NET 14 DAYS  
Effective dates: 09/01/05 through 08/31/07  
Potential renewal options remaining: One 1-year renewal  
Days required for delivery: 60 - 90 Days  
Price guarantee period: Model year 2007  
Freight:  
Minimum order: 1  
Min shipment without charges:  
Other conditions: Contract potentially renewable through 8/31/2008.

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**Revision #5: 2007 Vehicle Model Prices Updated.**

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Bid No, FV6905

Multiple awards have been issued - See other vehicle contracts before ordering.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a DO in Finet). Agencies will return to the vendor any invoice which reflects incorrect pricing.

**Important Information Regarding This Contract**

The purchase of vehicles listed on this contract require prior authorization and approval (see "Ordering Procedure" below). The purchase of any vehicle model, series and factory installed options are subject to review for appropriateness. Vehicles listed on this contract are NOT to be assumed pre- approved for agency or political subdivision use.

**PRICING:**

Prices listed below are for the BASE VEHICLE ONLY unless otherwise specified. Prices for factory installed options and applicable option credits are covered by this contract and are available at VQ1 pricing or Invoice pricing depending on the manufacturers pricing program (see "Ordering Procedures" for assistance with optional equipment).

The Base Triple Net Price (TNP) is calculated as follows: Manufacturer-to-Dealer Invoice Price on the base equipped vehicle (no options unless specified otherwise) LESS holdback LESS (VQ1 vehicle discount or Invoice discount depending on the manufacturers discount program) LESS advertising (CMA).

The Contract Base Price is the contract price you pay for the base equipped vehicle. The Contract Base Price is calculated as follows: The TNP PLUS destination charge PLUS dealer profit less (VQ1 discount or other provided discount determined by manufacturer) or and less bid assistance.

All user selected factory installed options and applicable option credits must be added/deducted to/from the Contract Base Price to arrive at the Final Vehicle Purchase Price. All user selected factory installed options and applicable option credits are to be taken at VQ1 pricing or Triple Net Pricing.

All prices are firm for the model year unless otherwise specified (through August 31, **2007**) or until the factory production cutoff date is reached (this date is generally announced by the manufacturer in late winter or early spring). Firm pricing also applies to factory installed options. Any price decreases in the base vehicle, factory installed options or additional rebates/incentives offered during the model year are to be made available to the ordering entity.

**ORDERING PROCEDURES:**

For STATE AGENCIES: This contract is an AR contract (authorization required). State agencies MUST coordinate purchases through the following individuals: Sam Lee (619-7237).

For POLITICAL SUBDIVISIONS: Political Subdivisions should work directly with their respective fleet/motor pool managers or designates when ordering a vehicle.

Users of PC Carbook can pre-configure vehicles complete with pricing to facilitate ordering. Entities who do not subscribe to the PC Carbook service may contact Sam Lee (619-7237) or Frank Volk (538-3707) for assistance and guidance in determining vehicle pricing.

**OPTIONAL EQUIPMENT:**

For STATE AGENCIES: The above mentioned motor pool managers will assist in configuring a vehicle to meet your requirements using PC Carbook. They will generate reports listing all standard and optional equipment at the Triple Net Price. They will also perform a comparative analysis of other similar makes and models on contract to determine the best value given your agency requirements for intended use.

For POLITICAL SUBDIVISIONS: Contact your respective motor pool manager for assistance. A number of political subdivision fleet/motor pool managers are now using PC Carbook. If you do not have a fleet/motor pool manager or you do not have access to PC Carbook, you may call either Sam Lee (619-7237) or Frank Volk (538-3707) for assistance in selecting optional equipment and generating comparative vehicle reports.

**PC CARBOOK:**

PC Carbook is NOT required in order to use this vehicle contract. However, for those entities responsible for purchasing or configuring several vehicles each year, the information available through PC Carbook may save you many man-hours. PC Carbook is an excellent tool for calculating the Contract of factory installed optional equipment. PC Carbook is a subscription software service for new, used and leased vehicles. It is available at a group rate of \$785/year through statewide price agreement PA-891.

**CONTRACT BASE PRICE INCLUDES:**

1. All standard equipment
2. All deductions for holdback, VQ1 or Triple Net Invoicing, credit and advertising
3. All deductions for government price concessions/bid assistance, rebates and incentives.
4. An addition for Destination Charges from manufacturer to dealership
5. An addition for Dealer profit
6. All dealer preparation and pre-servicing costs. (No price deduction may be taken by those entities wishing to perform their own pre-servicing work)

**Dealer pre-delivery servicing and adjustment include but not limited to the following:**

- a. All adjustments required to meet Utah safety inspection requirements and emission control certifications.
- b. Tuning of engine for high altitude (4500 ft.)
- c. Adjustments of all accessories to optimal working condition.
- d. Inspection of electrical, braking and suspension systems.
- e. Charging of battery.
- f. Alignment of front end.
- g. Inflation of tires to optimal pressure.
- h. Computer spin balancing of all wheels including spare.
- i. Lubrication of engine and chassis. Filling of all lubrication reservoirs (crankcase, power steering, transmission, differential, power brakes) with appropriate lubricants for current operating temperatures.
- j. Servicing of cooling system with permanent type antifreeze and summer coolant for -20 deg. F. Windshield washer fluid reservoirs to be full and of a type suitable to -20 deg. F.
- k. Vehicle(s) shall be ready for immediate operation and should include a full tank(s) of gas and/or alternative fuel of up to 25 gallons. Cost of gas and/or alternative fuel shall be included at no extra charge.
- l. Vehicle(s) to be clean and thoroughly detailed inside and out prior to delivery. All upholstery and floor protection removed. Floor mats are to be placed, window decals removed and all adhesive cleaned from the vehicle. The vehicle will be put into service as soon as it is received and it is expected to be completely cleaned and operational at time of delivery/pickup.
- m. All factory defects to be corrected prior to delivery.
- n. Two (2) sets of pre-tested keys marked with the VIN number and license plate number. Also the vehicle key code must be provided. (see pricing page above individual vehicle pricing for costs associated with ordering a 3<sup>rd</sup> key)

**7. Documentation:**

- a. Operators (owners) manual.
- b. Manufacturer's warranty information.
- c. Original odometer statement (if entity is registering their own vehicle).
- d. Manufacturer's statement of origin (MSO) (if entity is registering their own vehicle).
- e. Application for title properly completed and signed (if entity is registering their own vehicle).
- f. Dealer's triple net invoice.
- g. Manufacturer's specifications attached to vehicle.
- h. Signed pre-delivery checklist certifying completion of the above listed items.



8. Registration:
  - a. Registering and affixing the state authorized "EX" type centennial plates prior to delivery.
9. Delivery costs up to a 90 mile radius of dealership.  
(See pricing page above individual vehicle pricing for any costs associated to delivery beyond the 90 mile radius.

**THE DEALERSHIP ALSO AGREES TO THE FOLLOWING:**

The contract may be canceled if, but not limited to, the following conditions should they arise:

1. The dealer sells fleet vehicles to the retail market
2. The dealer/mfg. substitutes product or equipment without entity authorization
3. The dealer/mfg. excessively delivery delays
4. The dealer/mfg. provides poor workmanship
5. The dealer fails to perform as outline in the bid specifications
6. The dealer fails to provide adequate customer service/support
7. Pricing irregularities which are not supported by written documentation from the manufacturer.
8. To make every effort to notify the ordering entity within 14 day of order placement of the factory's acceptance of order, the scheduled build date and anticipated delivery date; and to deliver within the quoted lead time. Dealer agrees that the ordering entity may elect to impose a daily fine of up to \$10.00 per day or cancel the order if the 14 day period for factory acceptance / confirmation / build date schedule is not conveyed to the ordering entity or if delivery appears to be 30 days longer than the original quoted delivery date.

Prior to delivery of any vehicle, the dealer will notify and make arrangements with the ordering entity for the purposes of conducting a physical inventory of the vehicle(s).

**CALCULATING THE FINAL PURCHASE PRICE OF A VEHICLE IS EASY:**

Contract Base Price + Factory Installed Options (VQ1 Pricing or Triple Net Pricing) + Delivery Charge beyond 90 mile radius (if applicable) + Third Key (if applicable) = Final Purchase Price

**SUGGESTED ORDERING PROCEDURES**

For State Agencies

1. Agency determines need for vehicle and required features.
2. Agency contacts the appropriate fleet manager (State Motor Pool/Div. of Fleet Operations, Public Safety, Natural Resources or Transportation).
3. The fleet manager, after consulting with agency personnel: 1) determines appropriateness of the request, 2) determines the appropriate standard and optional equipment requirements, and 3) configures a vehicle specification sheet by make, model and style based upon the standard optional equipment requested.
4. The fleet manager performs the following: 1) determines the final purchase price of the vehicle, 2) makes a comparative price analysis of various competing makes and models, 3) provides requesting agency with the comparative analysis worksheets for review, and 4) makes a recommendation to the agency as to which vehicle meets requirements at the lowest final purchase price.
5. Agency reviews the comparative analysis and recommendation. If in agreement, agency instructs fleet manager (in writing) to proceed with purchase. If in disagreement, agency recommends the alternative to the fleet manager and submits written justification to support the alternative choice.
6. If the fleet manager agrees, the fleet manager generates an order worksheet listing the vehicle and all selected options, discounts, incentives, etc. and calculates the final purchase price.
7. The fleet manager contacts the Division of Fleet Operations. The Division of Fleet Operations will issue an authorization control number.
8. The fleet manager then places order with the appropriate dealer via fax, mail, phone, etc.
9. Dealer enters the order and submits written documentation via mail or fax confirming order placement and



factory acceptance. A build number and scheduled build date should be provided to the fleet manager within 14 business days of order placement.

10. Dealer provides frequent status reports on all orders placed with the ordering entity's fleet manger.

11. The ordering entity's fleet manager provides frequent status reports on all orders placed to the requesting agency.

12. Upon receipt and acceptance of vehicle, the fleet manager sends a copy of the invoice along with the authorization control number to the Division of Fleet Operations.

### **SUGGESTED ORDERING PROCEDURES**

#### **For Political Subdivisions**

Each entity should: 1) work directly with their own fleet manager or motor pool personnel who will follow the same or similar procedures as those listed above, or 2) if the ordering entity lacks the resources and desires to utilize the services of the State Motor Pool/Division of Fleet Operations' Fleet Manager, they may do so. In such a case, the State Motor Pool/Division of Fleet Operations' Fleet Manager will follow the same or similar procedures as those listed above EXCEPT the ordering entity will be responsible for: 1) determining the appropriateness of their own vehicle requirements, 2) justifying their own alternative decisions, 3) placing their own vehicle order, and 4) obtaining their own order status reports and disseminating such information to their user entities 5) inspecting their own vehicles, and 6) approving and paying their own invoices.

### **PRICING PAGES**

The following is specific to this CHRYSLER contract only for 2007 vehicles:

1. **Dealer Profit:**  
Dealer profit is already added into the Contract Base Price of each vehicle  
*(Dealer profit includes registration costs, initial tank(s) of gas and/or alternative fuel (of up to 25 gallons), preparation and pre-servicing costs, profit, delivery cost to owner within 90 mile radius, and two sets of keys. )*
2. **Registration Costs:**  
Ordering entities wishing to register their own vehicles will have **no** deduction to the Contract Base Price.
3. **Delivery Costs:**  
Ordering entities wishing vehicles to be delivered beyond a 90 mile radius of the dealership must add to the Contract Base Price: **\$ .50/mile**.
4. **Shop/Service Manuals:**  
Ordering entities wishing to purchase manuals must add to the Contract Base Price:  
**\$200.00** per shop manual and **\$200.00** per service manual.
5. **Finance Charge:**  
Late invoices may be subject to finance charges equal to **10 %** APR.
6. **Dealer Preparation and Pre-Servicing Costs:**  
Ordering entities wishing to perform their own vehicle preparation and pre-servicing work in lieu of the dealer will have **no** deduction to the Contract Base Price.
7. **Decals**  
Ordering entities wishing to have dealer install owner supplied self-adhesive decals to the vehicle must add **\$15.00** per decal. Decals to be applied per ordering entity specifications. Ordering entity may choose to place decals themselves.

8. **Third Key**

Two keys are to be included with the purchase of any vehicle. If the dealer is required to add a third key, the cost of \$0 is to be added to the Contract Base Price for a Standard Key. All basic models without power locks/windows except Stratus, PT Cruiser, and Sebring

The cost for a key with Chip Logic is \$ **69.00** All Stratus, Sebring and PT Cruiser models

The cost for a key with Remote Buttons is \$ **169.00**. All models not mentioned above

\*\*All Vehicles listed on the state contract may be purchased at the state contract pricing plus \$500.00 plus any additional installed items from dealer stock.\*\*

<b>2007 STATE OF UTAH CHRYSLER CONTRACT PRICING</b>		
	UPDATED 08/22/06	
<b>MODEL CODE</b>	<b>VEHICLE DESCRIPTION</b>	<b>BID PRICE</b>
LXCH48	300 RWD	<b>\$19,394.00</b>
LXCP48	300 TOURING RWD	<b>\$22,970.00</b>
LXCS48	300C RWD	<b>\$28,516.00</b>
LSFP48	300 TOURING AWD	<b>\$24,700.00</b>
LSFP48	300C AWD	<b>\$29,669.00</b>
RSYH52	TOWN & COUNTRY SWB	<b>\$15,540.00</b>
RSYH53	TOWN & COUNTRY LX LWB	<b>\$18,762.00</b>
RSYP53	TOWN & COUNTRY TOURING LWB	<b>\$20,807.00</b>
RSYS53	TOWN & COUNTRY LIMITED LWB	<b>\$27,801.00</b>
CSYH74	PACIFICA FWD	<b>\$18,746.00</b>
CSYS74	PACIFICA TOURING FWD	<b>\$21,404.00</b>
CSYX74	PACIFICA LIMITED FWD	<b>\$26,714.00</b>
CSCH74	PACIFICA AWD	<b>\$21,361.00</b>
CSCS74	PACIFICA TOURING AWD	<b>\$23,683.00</b>
CSCX74	PACIFICA LIMITED AWD	<b>\$28,477.00</b>
HG1P74	ASPEN LIMITED 4X2	<b>\$24,812.00</b>
HG5P74	ASPEN LIMITED 4X4	<b>\$27,229.00</b>
PTCH44	PT CRUISER	<b>\$11,055.00</b>
PTCP44	PT CRUISER TOURING	<b>\$13,119.00</b>
PTCS44	PT CRUISER LIMITED	<b>\$15,024.00</b>
PTCX44	PT CRUISER GT	<b>\$19,116.00</b>
PTCH27	PT CRUISER CONVERTIBLE	<b>\$16,285.00</b>
PTCP27	PT CRUISER TOURING CONVERTIBLE	<b>\$19,156.00</b>
PTCX27	PT CRUISER GT CONVERTIBLE	<b>\$23,957.00</b>



07006000000 - AUTOMOBILES AND STATION WAGONS  
07093000000 - VANS, PERSONNEL (REGULAR AND HANDICAPPED EQUIPPED)  
07092000000 - VANS, CARGO  
07047000000 - TRUCKS, CAB AND CHASSIS ONLY  
07048000000 - TRUCKS (ONE TON AND LESS CAPACITY)

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**REVISION HISTORY:**

Revision #1: Update to pages 2 through 6.  
Revision #2: Replaces AR1232  
Revision #3: 2007 Vehicle Models (vehicle changes will be made as they are received).  
Revision #4: 2007 Vehicle Model Prices Added.  
Revision #5: 2007 Vehicle Model Prices Updated.